

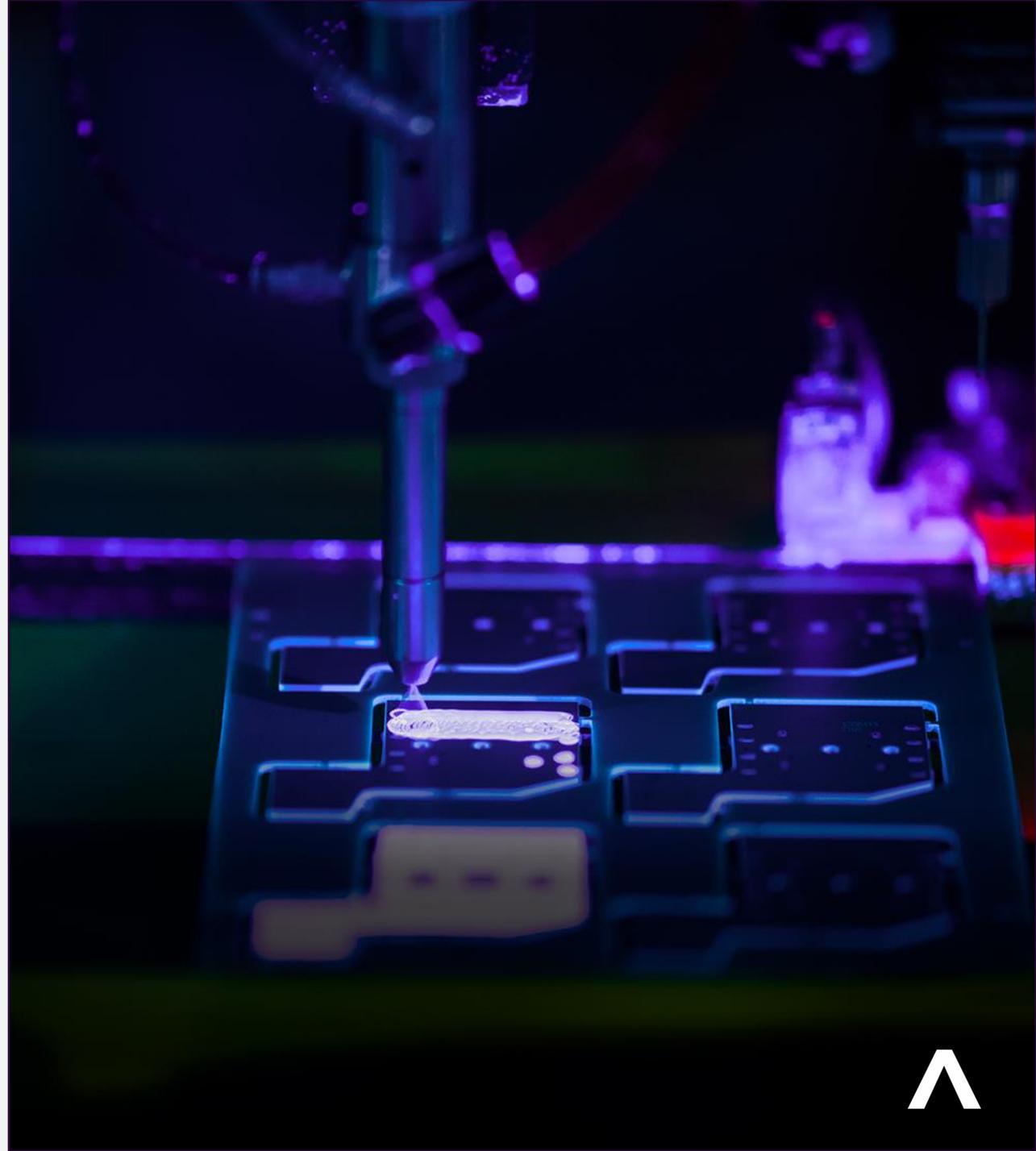
Q2 2021

**Solid quarter with continued
investments for growth**

Audiocast, July 27th, 2021

Erik Stenfors, CEO

Lars Åkerblom, CFO



Market Update

Current priorities of product owning companies

- Improving supply-chain resilience
- Focus on sustainable manufacturing processes
- Handling shortage of material and components

HANZA's market and sales position

- Some customers with lower sales in 2021 due to the pandemic
- The trend towards *local complete manufacturing* is strengthened. HANZA is thus awarded new customers/products
- Germany is opening again, creating further possibilities for HANZA



Roadmap 2021

Accelerate the development of the six manufacturing clusters. Investments decided in Q1-Q2, approx. 65 MSEK



Cluster Sweden / Q2

Investments and opening of a new coating area for electronics



Cluster Finland / Q1

Strategic acquisition of mechanics company



Cluster Baltics / Q1

Building a new state-of-the-art production plant



Cluster China / Q2

New premises and new investments



Q2 – Financials

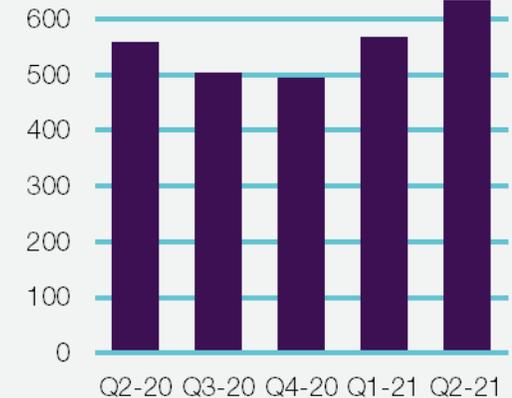
Sales

- Net sales up 13% to **634 MSEK** (559).
- Organic growth adjusted for currency/acquisition/divestments approx. 10 %. Certain customer areas bring this figure down.
- Sales rolling 12-months: 2.2 bn SEK.
Sales negatively affected by the pandemic.
H1 Sales = 1.2 bn SEK.

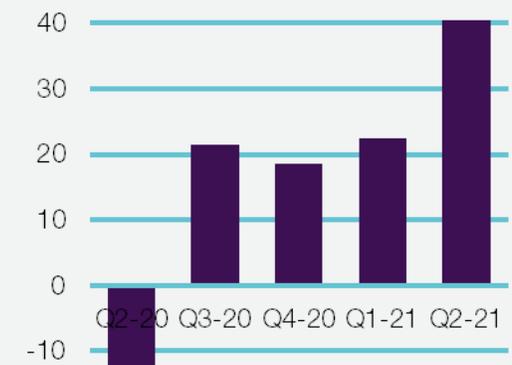
Earnings

- Operating profit (EBITA) **40.4 MSEK** (-12.6), margin 6.4% (-2.3)
- The strained material situation reduced sales and earnings in Q2
- Operating profit rolling 12-months: 103 MSEK.
Profit negatively affected by the pandemic and material shortage.
H1 Operating profit = **63 MSEK** (69 MSEK excl. acquisition costs in Q1)

Sales last 5 Q (MSEK)



Operating profit last 5 Q (MSEK)



Q2 – Financials

Segment Main markets

- Net sales up 11% to 339 MSEK (306)
- Germany sales affected negatively by covid-19
- Operating profit 26.8 MSEK (0.2), margin 7.9% (0.1%)

Segment Other markets

- Net sales up 17 % to 295 MSEK (253)
- Narva is developing according to plan, but still affecting earnings negatively in Q2.
- Operating profit 14.7 MSEK (-13.1), margin 5.0% (-5.2%)



📍 Main Markets

📍 Other Markets

Both segments were negatively affected in Q2 by the global component shortage in terms of sales and earnings.



Q2 – Financials

Equity

Equity/Asset ratio approximately unchanged compared with June 30, 2020, despite negative currency exchange rate, dividends and acquisition.

Net debt

Net debt has remained approximately unchanged during the last 12 months, despite covid-19 activities, expansion and investments.

EPS

Control of financial costs during the expansion improves the net result significantly. EPS amount to SEK 0.73 in Q2 and SEK 1,00 in H1/2021.

(MSEK)	2021.06.30	2020.06.30
Equity	535	484
Equity/Asset ratio	32%	32%
Cash-flow operations (Q2)	19	27
Cash	90	98
Operating net debt	316	307
EBITDA (Q2)	63	19
EPS (Q2, SEK)	0.73	-0.58



Summary and outlook

The Q2 numbers

The development of the clusters is visible as increased margins at Group level.

The Q2 activities

A strong market position, the reopening of the German market and returning volumes expected by the end of 2021 highlight the need for capacity.

- Activities and investments in the clusters
- Further strategic acquisitions are possible
- Continuous activities to offer the best workplace in the manufacturing industry





Q & A



A close-up photograph of a dandelion seed head in a field. The sun is low on the horizon, creating a warm, golden glow that illuminates the scene. The dandelion seed head is the central focus, with its seeds catching the light. The background is a soft-focus field of other dandelions.

**ALL YOU NEED
IS ONE™**



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